



# Accelerate your Cloud SAP Transformation

with Vodacom and AWS



- Public Sector
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# Abstract

As an increasing number of businesses unlock new value from their SAP systems in the cloud - thanks to innovative technologies, cost savings, limitless scalability, among other benefits – the importance of migrating efficiently, cost-effectively and in a way that aligns with your business’ needs is becoming ever clearer.

That’s why it helps to have the right migration partner at your side, and leverage the capabilities of the right cloud platform. As both an AWS Advanced Consulting Partner and an advanced level SAP-certified provider, Vodacom has the experience and expertise to help you overcome complexity, and achieve your SAP goals in the cloud.

With over 200 cloud services and 130 SAP-certified instance types, the AWS Cloud is the platform of choice for over 5,000 SAP customers. Thanks to its security, reliability and extensive infrastructure, the AWS Cloud enables SAP customers to innovate and transform their business, while enhancing flexibility.

The combined expertise and experience of Vodacom and AWS can simplify the whole migration process for you, with a fully managed SAP service backed by a proven methodology. Read this whitepaper to discover how Vodacom and AWS can help you transform your SAP environment, and unlock the benefits of the cloud.

200+	130+	5000+
cloud services accessible to customers	SAP-certified instance types on AWS	SAP customers use AWS to transform their business



An aerial photograph of a city, likely Cape Town, South Africa, taken from a high vantage point. The city is densely packed with buildings, and the foreground shows a hillside with some vegetation. The sky is a warm, hazy orange, suggesting sunset or sunrise. The city's layout is visible, with roads and various building types. In the background, a large body of water (the sea) is visible under the hazy sky.

## Introduction

# The SAP Landscape

More and more businesses are beginning to leverage the scalability, cost-efficiency, security and innovation capabilities offered by the cloud. While you build towards the future of your organisation in the cloud, there has never been a better time to review the state of your SAP workloads.

With the combination of cloud technologies and SAP software, you can unlock transformational value, overcome strategic challenges, and future-proof your business. Migrating to the cloud can also help you reduce the cost of on-premises infrastructure, modify your SAP environment, and easily expand into new markets.

What's more, the launch of SAP S/4 HANA means you can go beyond dependability and availability, to enable real-time operations, respond rapidly to emerging market shifts and ensure enhanced data security.

If you're considering or actively looking to migrate your SAP workloads to the cloud, this whitepaper will serve as an overview of Vodacom's expert capabilities as a migration partner, and what sets the AWS Cloud apart for SAP customers. A case study is also used to demonstrate how Vodacom and AWS responded to business-critical customer challenges, and how these led to powerful and measurable results.





# Industry Challenges

Whether you're looking to migrate your existing SAP environment to the cloud, or fully transform your business with SAP S/4 HANA, there are several challenges to consider before starting your journey.

- **Skill gaps** – SAP migrations can be complex, and in a highly competitive job market, finding the right talent to help you overcome that complexity can be challenging. As more and more organisations look to migrate to the cloud, this demand for skills is expected to increase.
- **Business disruption** – Concerns around unplanned downtime and disruption are natural for significant projects, and often stand in the way of winning organisational or stakeholder support for cloud migration.
- **Managing new costs and risk** – Migrating to the cloud can help you deliver substantial cost savings, but identifying opportunities for optimisation isn't always simple.

While every business' journey is unique, intelligent planning, experience and expert guidance remain paramount to mitigating these challenges, and ensuring a smooth, efficient and cost-effective migration.

That's why it's critical that you choose the right migration partner and cloud platform for your migration. For SAP, that means choosing a cloud provider that has consistently outperformed the rest. It means choosing the AWS Cloud.

## Key challenges to consider:





Amazon Web Services (AWS)

# The Cloud Platform of Choice for Innovation

The first provider to run SAP workloads in the cloud, AWS has been collaborating with SAP for over 13 years. With the world’s most secure, reliable and extensive cloud infrastructure, AWS enables SAP customers to innovate faster and enhance their flexibility. It also has over 130 SAP-certified instance types, while providing access to over 200 cloud services.

13	130+	200+
years of collaboration between AWS & SAP	SAP-certified instance types on AWS	cloud services accessible to customers
5000+	103%	25
SAP customers use AWS to transform their business	ROI in just 3 years when migrating to AWS	regions spanned by AWS global infrastructure

## Discover why more than 5,000 SAP customers use AWS to drive their business transformation

- **Modernisation and innovation** – with AWS, you can drive SAP innovation with access to over 200 cloud services leveraging the Internet of Things (IoT), Artificial Intelligence (AI), Machine Learning (ML) and much more.
- **Safeguarding of critical data** – AWS meets more security standards and holds more compliance certifications than any other cloud provider, making it the safest platform for your SAP workloads.
- **Optimisation and cost reduction** – SAP on AWS delivers proven cost savings, as demonstrated by recent Forrester research, which found that migrating SAP ERP Central Component (ECC) to AWS delivers 103% ROI in just 3 years.
- **Reliable, unmatched availability** – the AWS global infrastructure spans 25 regions and includes a wave of new data centres in South Africa, which delivers unmatched SAP availability and reliability.
- **Faster migrations, with the help of a qualified partner** – the AWS Partner Network (APN) connects customers with proven SAP on AWS specialists, to simplify and accelerate SAP migrations.

As with choosing the right cloud platform, it’s also imperative that you select the right partner for your migration or transformation project. A partner that can simplify the whole process for you, with the expertise and experience to ensure an efficient and cost-effective migration.

As an AWS Advanced Consulting Partner and South Africa’s largest mobile provider, Vodacom specialises in helping businesses power digital transformation on AWS. We can also help you quickly gain access to powerful and novel tools, like Big Data, AI, ML and more.





Vodacom

## Simplifying Every Step of your SAP Migration

We provide expert, end-to-end support for businesses of any size, to help them develop enhanced SAP migration strategies.

Find out why our customers trust us to manage their SAP migration and transformation journeys.

- **Joint SAP and AWS expertise** – as an Advanced Level SAP-certified provider and AWS Advanced Consulting Partner, we have the technical knowledge to simplify your journey to SAP on AWS.
- **Comprehensive, expert support** – we're here to help: with Vodacom, you'll have access to over 300 AWS-certified staff and a 24/7 call centre as a single point of contact.
- **Reduced risk** – we provide proof-of-concept services for SAP on AWS, so you can test and experiment before your go-live deployment.
- **Partner funding** – we can help you secure AWS funding to offset some of the costs of your migration or transformation project.

### SAP expertise:



Advanced Level SAP-certified provider of hosting operations



Advanced Level SAP-certified provider of SAP HANA operations



Advanced Level SAP-certified provider of Cloud and Infrastructure Operations



Comprehensive SAP Managed Services

### AWS expertise:



AWS Advanced Consulting Partner



300+ AWS-certified staff



AWS Well-Architected Partner

# A Fully Managed SAP Service

Vodacom's Managed SAP is a complete, managed and hosted SAP solution that can be tailored to fit your unique and specific needs.

With it, you can experience the full benefits of cloud computing, including the highest levels of application service agreements and the lowest total cost per application.

Run applications on a unified, reliable and efficient infrastructure, made up of industry standard components that can be easily swapped to meet your requirements.

## Managed SAP – key benefits:

- **Specialised services** – our Managed SAP solution includes specialised services for SAP Basis Administration, Database Administration and Infrastructure Management.
- **Managed solution** – there's no need for an in-house SAP system, allowing you to retool and re-task internal resources according to other priorities.
- **Tailored management system** – a hosted, tailor-made and automated workforce management system.

## Our Managed SAP service enables you to:

- **Save costs on your SAP solution** – reduce the costs of setting up, managing, maintaining, upgrading and monitoring your in-house SAP system and infrastructure.
- **Store data efficiently and securely** – we consolidate your data storage and provide advanced protection software to safeguard the integrity of your data.
- **Grow your SAP solution as you see fit** – the online, data-in-place expansion ability means that you can scale the system without disrupting ongoing business operations.

# End-to-end Expertise – from Discovery to Delivery

Our Managed SAP Services offering is based on a migration and transformation process proven to mitigate risks and increase efficiency, while ensuring cost-effectiveness.

## Here's how our process unfolds:

- **Discovery workshops** – we begin with a Business Discovery Workshop to define your SAP migration objectives, before developing a strategy to achieve them. Our Vodacom SAP migration subject matter experts will then help to align those objectives with the technical requirements of your business, in a dedicated Technical Discovery Workshop.
- **Business case** – Vodacom offers a free cloud migration assessment of your SAP landscape to identify the potential cost savings and transformational benefits, to help you build an effective business case and win stakeholder support.
- **Planning** – next, our experts will hold collaborative co-creation workshops with both your business and technical stakeholders to map out every step of your journey to SAP on AWS. Because at Vodacom, we work with you and your business to drive change together.
- **Getting started** – Vodacom can help your business secure funding for a month-long pilot migration of one or two of your SAP workloads, enabling you to see the benefits of cloud-based SAP first-hand before committing to a full migration.
- **Support** – underpinning the entire process, you'll have access to over 300 AWS-certified Vodacom support staff, and a 24/7 call centre as a single point of contact.

Free

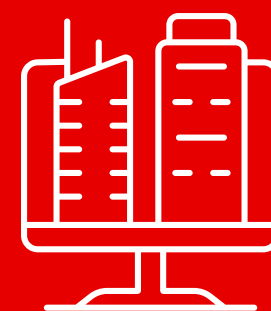
cloud migration  
assessment

300+

AWS-certified  
Vodacom support staff

24/7

single point of contact  
call centre



## The Solution

Vodacom's in-house SAP specialists performed a comprehensive analysis of Collaborit's systems, as well as a trial migration to AWS. Satisfied with the outcome and the services provided, Collaborit sought to migrate all their systems – including SAP – to AWS, with the support of Vodacom Business.

As part of the Vodacom Business and AWS offering, Collaborit received a Proof-of-Concept at no charge prior to migration. Included in the Proof-of-Concept is a cloud migration discovery and assessment phase, in which Vodacom Business evaluates the customer's IT landscape and facilitates workshops to fully understand their requirements and cost concerns

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## Case Study

# Vodacom Boosts Collaborit's SAP Performance, on AWS

## About Collaborit

Collaborit provides innovative asset management engineering solutions in SAP Enterprise Asset Management (EAM) and SAP Enterprise Portfolio Project Management (EPPM) to connect people, processes and technology.

Established in 2008, Collaborit's client base spans the mining, manufacturing, petrochemical, utilities, oil, gas and health sectors.

## The Challenge

Critical to Collaborit's offering is a solid SAP system architecture that supports their clients in various time zones. However, Collaborit was experiencing issues with their SAP system performance in their cloud hosting environment.

After seeking assistance from several vendors with limited-to-no success, they approached Vodacom Business for our help with alleviating the problem. Vodacom was able to offer Collaborit the right solution by migrating their SAP system onto AWS.

“In our business, we need to offer quality performance and availability on demand with a cloud hosting platform that is reliable in both up time and in backup and disaster recovery. We also need to be able to scale quickly to meet additional requirements from clients or internally.”

“Vodacom Business powered by AWS was able to meet all these requirements with a flexible yet affordable costing model. Our SAP migration to AWS was as seamless as possible without the loss of valuable downtime.”

**Nico van der Walt, Managing Director,**  
Collaborit EAM Solutions & Services





Case Study

# The Results

As a result of Collaborit's increased performance and cost savings, their SAP landscape has been able to grow by more than 50% already. Since the cloud migration, Collaborit has also seen a 10% increase in productivity, as well as five-times faster AWS instant start-up services, compared to their previous hosting platform.

This is due to the reduced latency from the AWS Africa region being based in Cape Town. Additionally, the AWS Compute Optimizer uses cloud metrics to recommend optimal AWS resources that reduce costs and improve performance for Collaborit's workloads.

50%

growth in SAP landscape

10%

increase in productivity

5x

faster start-up services

“

“In the past, Collaborit had separate providers for each service, resulting in responsibility being shifted between vendors and a delay in resolving difficulties. At Vodacom Business, we offer an end-to-end technology solution, with our cloud and SAP services integrated into one package. We believe in a holistic approach to any migration journey, which assesses and manages performance and risk, and offers cost-savings for our clients.”

“Every organisation has diverse technology, cost and performance requirements. Developing a trusted partnership with our clients is essential in meeting these different needs, and taking their businesses further together. Our certified AWS professionals have the expertise and experience to manage any migration to the cloud platform, and provide ongoing support so that our clients can truly reap the benefits from embracing digitalisation.”

**Kabelo Makwane, Managing Executive for Cloud,**  
Hosting and Security at Vodacom Business



## Conclusion & Next Steps

In this whitepaper, we've outlined how the expertise and experience of the right migration partner – combined with the extensive infrastructure and innovation capabilities of AWS – can help you transform your SAP workloads in the cloud.

Vodacom combines extensive expertise with a Managed SAP Service backed by a proven methodology, to simplify the entire migration and transformation process for you. As the first provider to run SAP workloads in the cloud, AWS can deliver unmatched security and reliability, along with over 200 cloud services.

Together, Vodacom and AWS can help you reduce costs, enhance security, minimise disruption, and unleash the full innovative potential of the AWS Cloud, for your SAP workloads.

## Ready to accelerate your SAP cloud transformation?

If you'd like to know more about working with Vodacom, search '**Vodacom AWS**' or **click here**.



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